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HHS Pulse

"Keep America Healthy...Invest in a Small Business"

Volume 5 Issue 6

Message from the Director



Debbie Ridgely—OSDBU Director

I was very excited when I learned that our newsletter contractor received the Proliner Award of Excellence for *The HHS Pulse*. Our readership has steadily increased and we are able to reach more and more small business companies through our electronic vehicle. Don't miss the SB success story of National Capitol Captioning who won their first major contract with HHS/NIH. Take their advice to heart. I also want to continue to emphasize the importance that HHS places on increasing our awards to service-disabled veteran-owned SBs. The Deputy Secretary has asked each Operating Division to identify specific requirements that can be set-aside. As we move into the final quarter of FY 06, let's work together to match your capabilities with our needs.

S&C Advertising & Public Relations – An Award-Winning Company with a Win-Win Approach

Thousands of small businesses now have greater access to opportunities to work with HHS. S&C Advertising & Public Relations designed an innovative electronic newsletter *The HHS Pulse*. As a result, S&C received a Proliner Award of Excellence by the San Antonio chapter of The Association for Women in Communications.

The advent of the electronic newsletter has expanded the opportunities of many small businesses. S&C devised a plan to reduce costs by creating an electronic newsletter that could be emailed to thousands of small businesses. After creating a template for the newsletter, S&C established an initial database of more than 3,000 small businesses that had requested more information about doing business with HHS. S&C filled the gap by embedding the newsletter in

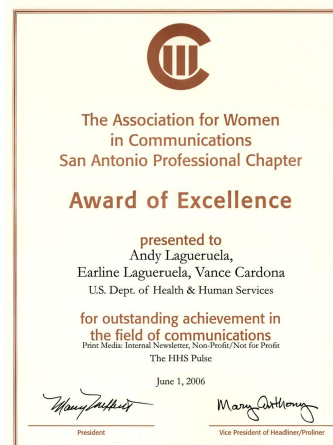
emails, adding active links for downloading and printing copies, and managing the List Serve.

S&C is an award-winning national communications firm headquartered in San Antonio, TX.

S&C delivers cost-effective advertising, marketing, public relations, training, translation, and creates Web sites that promote clients' products and services in English & Spanish.

"Our philosophy is to identify our client's communication's needs and go beyond the common solution," said Earline Lagueruela, S&C founder and president. "We look at the total situation. Then we show our clients what they requested, and we also provide a different solution we believe will generate better results. In the case of HHS, they followed our vision and won!"

Visit www.scpr.com 210-614-7000.



Web Sites to Bookmark

HHS Know Net Small Business Site
[www.knownet.hhs.gov/
smallbus](http://www.knownet.hhs.gov/smallbus)

Federal Business Opportunities
www.fedbizopps.gov

General Services Administration
www.gsa.gov

SBA Government Contracting and
Business Development
www.sba.gov/qcbd/

Small Business Administration
www.sbaonline.sba.gov

Central Contractor Registration
www.ccr.gov

Government Blue Pages Online
Directory
www.usbluepages.gov

Excluded Parties List System
epls.arnet.gov

Women-Owned Businesses Links:

National Association of
Women Business Owners
www.nawbo.org

Small Business Administration:
Contract Assistance for Women
Business Owners
[www.sba.gov/GC/
indexprograms-cawbo.html](http://www.sba.gov/GC/indexprograms-cawbo.html)

Women's Business Center, Inc.
www.womensbusinesscenter.org

Women Impacting Public Policy
www.wipp.org

JWOD Program Products are Easy to Find

By Stephanie Lesko, Public Affairs Specialist



Quality SKILCRAFT® and other Javits-Wagner-O'Day (JWOD) products are available through a variety of distribution channels to better meet your purchasing needs!

JWOD products are available through Federal distribution channels, such as GSA Global Supply (www.gsaglobalsupply.gsa.gov), GSAAAdvantage! (www.gsaadvantage.gov), and the DoD EMALL (www.emall.dla.mil); authorized JWOD commercial distributors, including both large and small businesses, many of which are also on GSA Schedule; JWOD.com, which has the most comprehensive listing of JWOD products and is also on GSA Schedule; and Base and Federal Supply Centers, more than 100 of which are operated by JWOD-participating nonprofit agencies.

These various distribution channels provide purchase card holders with the options they need to meet their JWOD purchasing requirements as well as support the JWOD Program mission of creating employment opportunities for people who are blind or have other severe disabilities.

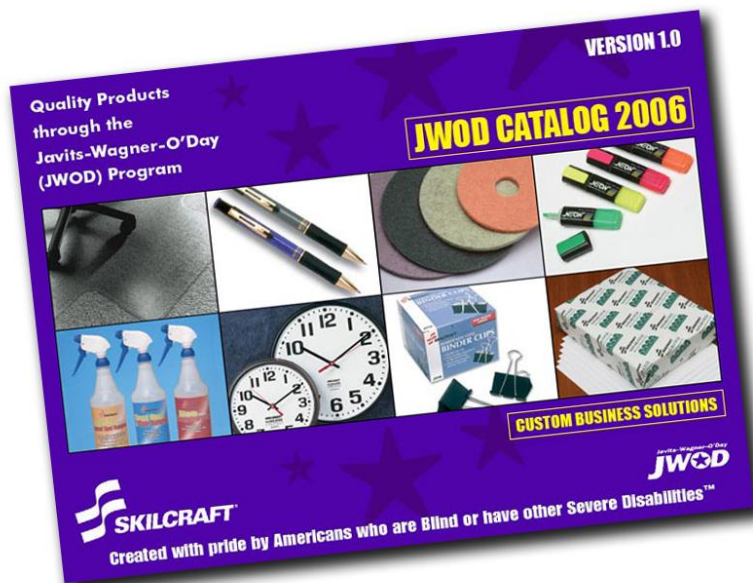
For a complete listing of JWOD distribution channels, including the most current listing of authorized JWOD commercial distributors and their contact information, please visit www.jwod.gov/distributors.



To receive a copy of the 2006 JWOD products catalog, please contact National Industries for the Blind

(NIB), at customer_service@nib.org or 1-800-433-2304.

Please specify whether you prefer to receive a hardcopy or CD-Rom version of the catalog.



Marketing to the HHS/NIH

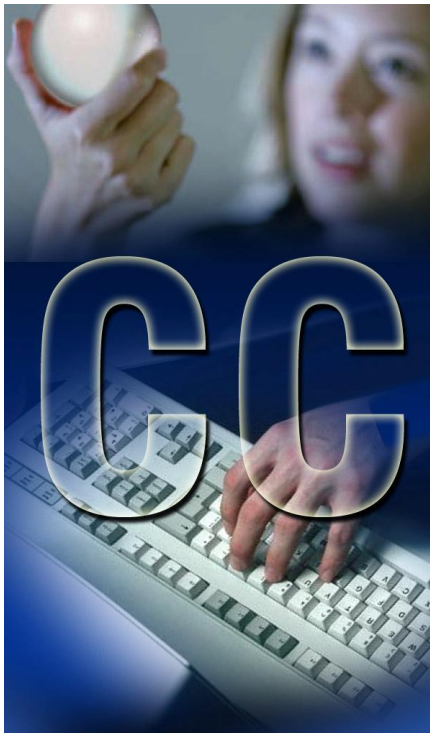
Marketing to the HHS/NIH is often a difficult and frustrating experience, but with perseverance we have been able to achieve our business goals. My company, National Capitol Captioning (founded in 2002), has been doing work for the NIH for over four years, and we finally have been awarded our first major contract with HHS for providing captioning services. Our experience with NIH and HHS has taught me many things, but I think the three best pieces of advice I can give are: over-deliver on your services and provide them at competitive prices, get to know your program and contracting officers, and establish relationships with folks wherever you can -- especially within the Office of Small and Disadvantaged Businesses (OSDBU).

My experience has shown me that the key to effectively marketing to the HHS is building trust with your clients over time, and the only way to do that is to over-deliver on the promises you make to your project officer. I think of this as a "bowling pin effect," where you over-perform for



one project officer on one specific service. That project officer is then comfortable recommending you to other project officers in need of your services, and in that way you quickly build a network of clients who are receptive to your services because of your excellent services.

The final key for our company that enabled our success was taking advantage of available government programs, specifically the 8(a) Small Disadvantaged Business Program, and utilizing the resources available to us through the OSDBU.



The 8(a) program allowed us to further differentiate our company from our competitors, and it provides the all-important capability of streamlining the procurement and contracting process. Combining those factors with the additional marketing power and know-how within the OSDBU enabled our company to propose a solution to our client that streamlined the procurement process, saved money for our client, and assured that for the next five years the HHS will have an excellent and proven provider of captioning services.



Events Calendar

July 8, 2006
8th Annual NIH SBIR/STTR Conference
Cleveland, OH
<http://grants.nih.gov/grants/funding/SBIRConf2006/index.htm>

August 9 - 11, 2006
The Elite Service Disabled Veteran Owned Business Conference
San Diego, CA

August 16 - 17, 2006
Fourth Annual Conference for Negotiating Contracts with the Federal Government
San Juan, Puerto Rico
gloribel@jwoodroffe.com

August 29 - September 1, 2006
MED Week 2006 - Theme: Minority Business Enterprises: Mastering the Supply Chain
Washington, DC

September 19 - 20, 2006
U.S. Maritime Security Expo
New York, NY
www.maritimesecurityexpo.com

September 21 - 22, 2006
Veteran Owned Business Expo (VOB) Hampton Roads Convention Center
Hampton, VA
<http://www.vobexpo.com>

September 28, 2006
7th Annual Procurement Expo
University of Delaware's Bob Carpenter Center,
One Innovations Way Suite 301
Newark, DE

Office of Small & Disadvantaged Business Utilization

HHH Building
200 Independence Ave., SW
Washington, DC 20201
Phone: (202) 690-7300

www.hhs.gov/osdbu

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Contracting Opportunities

NAICS	Product or Service Description	Est. \$ Range	Quarter	Set-Aside	Full & Open	Point of Contact
2362	Exterior Building Repairs – Hamilton, MT	A	4	SB		Kelly Hudson, 406-363-9434
2371	Water Main Extension	A	4	SB		Carol Johnson or John Bercier, 605-226-7567, Carol.johnson@ihs.gov
2371	Waste Water Treatment Facility	B	4		X	
2371	Upgrade of Existing Waste Water Facility	B	4		X	
2371	Rural Water Extension	B	4		X	
2371	Force Main and Lift Station	B	4		X	
2371	Force Main and Lift Station	B	4	SB		
2371	Elevated Water Tank	B	4		X	
2371	Nespelem Sewer	B	4	SB		
2371	Klamath Pumphouse and Water Main	A	4	SB		Jay Sampson, 509-865-1731, Jay.Sampson@ihs.gov
5417	Effects of Erythropoietin on Infarct Size and Left Ventricular Remodeling in Survivors of Large Myocardial Infarctions	C	4		Yes	Valerie Pickett, 301-496-4487, vp5v@nih.gov
5417	Neurophysiology Studies of Simulated Neural Auditory Prostheses	C	4		Yes	
5417	Neuralphysiological Studies of Electrical Stimulation for the Vestibular Nerve	C	4		Yes	
5417	CMV Related Hearing Loss	C	4		Yes	
5611	NCS Logistics Support Follow-On	A	4	X		Jennifer Awkard, 301-435-6957
6114	Alcoholism Counselor Training	A	4	Buy Indian		Bryan Armstrong, 916-930-2981 ext.319 Bryan.armstrong@ihs.gov
6215	Area-Wide Laboratory & Pathology Services	D	4		X	Ron Sieler, 605-226-7289, Ron.sielier@ihs.gov
6215	Radiology Services – Belcourt, ND	C	4		X	Tammy Dennert, 605-226-7567, Tammy.dennert@ihs.gov
6215	Reference Laboratory Services	B	4		X	Priscilla Duncan, 928-871-1336 priscilla.duncan@ihs.gov OR
6215	Pathology Services	B	4		X	DuWayne Begay, 928-871-1310 duwayne.begay@ihs.gov
6215	Teleradiology Interpretations	A	4		X	
6215	Onsite (weekly) Ultrasound Services – Patient Care	A	4	SB		Laura Razo, 520-295-2464, Laura.Razo@mail.ihs.gov
6219	Alcoholism & Ancillary Health Services – Hawaii	A	4	Sole Source		Harry Weiss, 916-930-3981, ext. 316, Harry.weiss@ish.gov
6221	CHS Hospital Referral Services	B	4		X	Tammy Dennert, 605-226-7567, Tammy.dennert@ihs.gov
6221	CHS Hospital Referral Services	C	4		X	
6241	Community Alcohol Rehabilitation Center – Sioux City, IA	A	4	Buy Indian		Ron Sieler, 605-226-7289, Ron.sielier@ihs.gov
8071	Mobile Mammography Services	A	4	SB		Laura Razo, 520-295-2464, Laura.Razo@mail.ihs.gov
42112	IT Services	C	4	SB		Sanford Cook, 301-402-5583
51421	NCI Contract System Support	C	4	8(a)		Annette Owens-Scarboro, 301-496-9639, scarbora@od.nih.gov
236210	Replace filter system on AHUs 49/49A Clifton Road	A	4	HUBZONE		Curtis Bryant, 770-488-2806, cbryant1@cdc.gov
236210	Building 1M/1S – Replace Ceilings in Corridors	A	4	SDVOSB		
236210	Building 3, Life safety remediation	A	4	SDVOSB		
236210	Building 19, Window was Roof Anchors	A	4	HUBZONE		
236210	Building 110, Add Smoking Chamber	A	4	SDVOSB		
238220	ORA San Juan replacement of PVC exhaust fans	A	4	8(a)		Alfonso Bautista, 301-827-7015, alfonso.bautista@fda.gov
339111	Freezer Repository	A	4	SB		Patricia Wright, 301-827-7217, patric.wright@oc.fda.gov
514210	Biomedical Computing Support	D	4	SB		Annette Owens-Scarboro, 301-496-9639, scarbora@od.nih.gov
519190	Cancer Genetics Network	E	4		No-JOFOC	
541170	Synthesis & Distribution of Opioid & Related Peptides	A	4		Yes	Diane Loeb, 301-443-6677, dl294p@nih.gov
541170	Pharmacokinetic & Pharmacodynamic Studies of Drugs of Abuse	B	4		Yes	Mandy Parham, 301-443-6677, mo497a@nih.gov
541410	Space Planning Support	B		SB		James Patterson, 919-541-7821, patters1@niehs.nih.gov
541430	Photography and Graphics Services			SB		

Contracting Opportunities continued

NAICS	Product or Service Description	Est. \$ Range	Quarter	Set-Aside	Full & Open	Point of Contact
541519	Copier Maintenance	A	4		Yes	Barbara Kennedy, 301-827-7166, barbara.kennedy@oc.fda.gov
541611	Management & Technical Assistance	A	4	8(a)		Curtis Bryant, 770-488-2806, cbryant1@cdc.gov
541611	Management & Technical Assistance	C	4	8(a)		
541611	Ombudsman Services for AHRQ	B	4	SDVOSB		Shelley Namoski, 301-443-3337, shelley.namoski@psc.hhs.gov
541611	Spending Estimates RFP 270-06-0149		4		X	Andrew Payne, 240-276-1514, Andrew.Payne@samhsa.hhs.gov
541611	CSAP OD TA and Planning and Implementation Support 277-06-0154		4	SBSA (IDIQ)		
541612	Actuarial Services	A	4	Small-TBD		Chris Molling, 410-786-6399
541614	To provide logistics management services for Regional Oral Health Care Consultants and other oral health experts to provide technical assistance to the twelve Head Start Regional Offices.	C	4	SB		Grey Jones, 301-443-5116
541690	Injury Study of Older Adults	A	4		Yes	Curtis Bryant, 770-488-2806, cbryant1@cdc.gov
541690	Cancer Chemoprevention Clinical Trials Monitoring and Informatics Support	E	4		Yes	Annette Owens-Scarboro, 301-496-9639, scarbora@od.nih.gov
541690	State Systems Technical Assistance Project RFP 270-06-0152		4		IDIQ	Lynn Tantardini, 240-276-1508, Lynn.Tantardini@samhsa.hhs.gov
541690	Fellowships RFP 277-06-0158		4	SBSA (IDIQ)		Susan Dawson, 240-276-1514, Susan.Dawson@samhsa.hhs.gov
541690	2006 State MH Agency Profile and Expenditure Project RFP 280-06-0155		4	SBSA (IDIQ)		Maryann Deal, 240-276-1507, Maryann.Deal@samhsa.hhs.gov
541690	MHBG/PAIMI Monitoring and Review, RFP 280-06-0161		4	SBSA (IDIQ)		Hildy Pollard, 240-276-1505, Hildy.Pollard@samhsa.hhs.gov
541710	Vaccine Adverse Event Reporting System (VAERS)	E	4		X	Curtis Bryant, 770-488-2806, cbryant1@cdc.gov
541710	Biomechanical Assessment Suite Development/ABACAS	C	4		X	
541710	Immune Tolerance Network	E	4		Yes	Erin Goldstein, 301-496-6423, egoldstein@mail.nih.gov
541710	DAIDS Specimen Repository	C	4		Yes	Joshua LaVine, 301-496-2509, ilavine@mail.nih.gov
541710	Development of a Trivalent (ABE) Recombinant Botulinum Vaccine	E	4		Yes	Ross Kelley, 301-402-2234, rkelley@mail.nih.gov
541710	Laboratory Assessment of Tobacco Use Behavior	E	4		Yes	Annette Owens-Scarboro, 301-496-9639, scarbora@od.nih.gov
541710	Resynthesis of compounds for preclinical development	D	4		Yes	
541720	NCCDPHP-DASH requirement for Evaluation of School Health	C	4	SDVOSB		Curtis Bryant, 770-488-2806, cbryant1@cdc.gov
541990	Integrated Emergency Management Planning	E	4		X	
541990	National Resource Center on Homelessness RFP 280-06-0150		4	SBSA	X	Andrew Maine, 240-276-1523, Andrew.Maine@samhsa.hhs.gov
541990	Suicide/Youth RFP 280-06-0159		4	SBSA (IDIQ)		Mary Farrell, 240-276-1506, Mary.Farrell@samhsa.hhs.gov
541990	Olmstead, Conference, Data Infrastructure RFP 280-06-0160		4	SBSA (IDIQ)		
561110	Evaluation HIV/STD Pregnancy Prevention	C	4		Yes	Curtis Bryant, 770-488-2806, cbryant1@cdc.gov
562111	Disposal of Fly Ash	A	4		Yes	Allison Ford, 301-443-0101, allison.ford@psc.hhs.gov
621498	Outpatient Care Services for Indian Health Services	C	4		Yes	
TBD	HIV Research Network	D	4	No	Yes	Sharon Williams, 301-427-1781, SWilliams@ahrq.hhs.gov
TBD	National Quality Measures Clearinghouse	D	4	No	Yes	M Haines, 301-427-1786, mhaines@ahrq.gov
TBD	Healthcare Cost and Utilization Project	D	4	No	Yes	Sharon Williams, 301-427-1781, SWilliams@ahrq.hhs.gov
TBD	Studies of Impact of Quality Reporting Under Pay for Performance	A	4	SB/XRAD Task		Bill Tate, 410-786-1535
TBD	Evaluation of Frontier Extended Stay Clinic Demonstration	A	4	SB/XRAD Task		



Visit the following Web site for instructions on how to utilize these contracting opportunities:
www.hhs.gov/osdbu/publications/forecast.html